

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 101630Z MAY 76
FM USMISSION USBERLIN
TO USDOC WASHDC
INFO SECSTATE WASHDC 2455
AMEMBASSY BONN UNN
AMCONSUL FRANKFURT

UNCLAS USBERLIN 0968

COMMERCE FOR OIM/WE ED HEISER AND OED/DEPD - R. PRITCHARD
AND J. MILLER

E O 11652: NA
TAGS: BEXP, BTRA, GW, WB
SUBJ: FOREIGN BUYER'S PROGRAM: WEST BERLIN GROUP TO ATTEND INTER-
NATIONAL MACHINE TOOL SHOW CHICAGO, SEPTEMBER 1976

REFS: A) STATE A-1615; B) 74 STATE A-2270; C) STATE 284087

1. SUMMARY: WITH ACTIVE ENCOURAGEMENT OF U.S. MISSION GROUP OF FIFTEEN WEST BERLIN RESEARCH ENGINEERS LED BY PROFESSOR DR. GUENTER SPUR OF INSTITUTE FOR MACHINE TOOL PRODUCTION TECHNOLOGY AT WEST BERLIN'S TECHNICAL UNIVERSITY PLANS VISIT CHICAGO INTERNATIONAL MACHINE TOOL SHOW SEPTEMBER 8-17, 1976. AFTER SHOW GROUP INTENDS VISIT SEVERAL AMERICAN COMPANIES AND UNIVERSITIES IN MID WEST WORKING IN MACHINE TOOLS FIELD. DEPARTMENT'S ASSISTANCE IS REQUESTED IN CONFIRMING APPOINTMENTS IF POSSIBLE AT CHICAGO AND ELSEWHERE IN ACCORDANCE WITH GROUP'S ITINERARY AND PREFERENCES BELOW UNDER CURRENT FOREIGN BUYERS PROGRAM GUIDELINES. END SUMMARY.

2. THE INSTITUTE FOR MACHINE TOOL PRODUCTION TECHNOLOGY OF BERLIN'S TECHNICAL UNIVERSITY IS ONE OF LARGEST IN EUROPE. IT EMPLOYS FIFTY RESEARCH ENGINEERS AND SPECIALIZES IN RESEARCH FINANCED BY GERMAN INDUSTRY IN FIELDS OF COMPUTER-AIDED DESIGN AND MANUFACTURING.
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PROFESSOR SPUR HAS ORGANIZED ANNUAL TRIPS TO

TRADE SHOWS AND SYMPOSIA IN THESE FIELDS AND
PUBLISHES REPORTS THEREAFTER ON STATE OF ART.
COPY OF LAST YEAR'S REPORT BEING AIR-
POUCHED DEPARTMENT.

3. PURPOSE MGROUP TOUR TO CHICAGO SHOW IS PARTICIPATION
IN SEMINARS AND WORKSHOPS. GROUP ALSO INTERESTED IN
INFORMATION EXCHANGE WITH CORPORATE AND UNIVERSITY
RESEARCH AND DEVELOPMENT ENGINEERS.

4. MARKET POTENTIAL - INSTITUTE IS PROSPECTIVE BUYER OF
SPECIALIZED NUMERICAL CONTROL COMPUTER EQUIPMENT FOR
LARGE-SCALE PILOT RESEARCH PROJECTS. MORE IMPORTANTLY,
HOWEVER, IS INSTITUTE'S MULTIPLIER EFFECT VIA CLOSE
CONNECTIONS WITH INDUSTRY. ENGINEERS TRAINED AT
INSTITUTE USUALLY OBTAIN INFLUENTIAL POSITIONS IN
R&D DEPARTMENTS OF MAJOR INDUSTRIES. PILOT PROJECTS
DEVELOPED BY INSTITUTE ARE APPLIED BY INDUSTRY OF PRODUCTION
PROCESSES.

5. ITINERARY - TENTATIVE ITINERARY IS AS FOLLOWS:

SEPT 7 ARR CHICAGO
SEPT 8-11 ATTEND INTERNATIONAL MACHINE TOOL SHOW
SEPT 13 VISIT INGERSOLL CORP, ROCKFORD, ILLINOIS
SEPT 14 VISIT CATERPILLAR TRACTOR CO, PEORIA, ILL.
SEPT 16 ARR. CINCINNATI, OHIO
VISIT CINCINNATI MILACRON CO.
SEPT 17 VISIT GENERALMOTORS CORP, CINCINNATI
SEPT 20 VISIT MOOG INC., BUFFALO, NY
SEPT 21 VISIT MONARCH MACHINE TOOL CO. CORTLAND, NEW YORK
SEPT 22 TOUR SUNY, ALBANY, NEW YORK
SEPT 23 TOUR GENERAL ELECTRIC CORP, SCHENECTADOG, NEW YORK
SEPT 24 VISIT DEC, MAYNARD, MASS.
SEPT 27 TOUR MIT, CAMBRIDGE, MASS.
SEPT 28 DEPART FOR BERLIN

ABOVE SCHEDULE NOT FIRM, GROUP DESIRES INCLUDE THESE
COMPANIES AND UNIVERSITIES ON PROGRAM.

6. GROUP DESIRES CONTACTS OR APPOINTMENTS IF POSSIBLE AT
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CHICAGO SHOW OR THEREAFTER WITH FOLLOWIING FIRMS AND
UNIVERSITIES NOT REPEAT NOT YET INCLUDED ON ABOVE ITINERARY:

BOEING AIRCRAFT CO., SEATTLE, WASHINGTON
CALIFORNIA COMPUTER PRODUCTS, IN., ANAHEIM, CALIF.
BURGMASER HOUDAILLE INDUSTRIES, INC, LOS ANGELES, CALIF.
CROSS COMPANY, FRASER, MICHIGAN
EX-CELL-O-CORP, DETROIT, MICHIGAN

KEARNEY & TRECKER CORP, MILWAUKEE, WISCONSIN
ALLIES CHALMERS, CORP, MILWAUKEE, WISCONSIN
GENERAL MOTOR ASSEMBLY DIVISION (VEGA) WARREN, OHIO
CONTROL DATA CORP, BURLINGTON, MASS.
LOCKHEED AIRCRAFT, HOUSTON, TEXAS
LOCKHEED CALIFORNIA CORP, BURBANK, CALIFORNIA
MCDONNELL DOUGLAS, ST. LOUIS, MISSOURI
STANFORD UNIVERSITY
STANDORD, CALIFORNIA
UNIVERSITY OF PITTSBURGH
PITTSBURGH, PENNSYLVANIA
SYRACUSE UNIVERSITY, SYRACUSE, NEW YORK
UNIVERSITY OF UTAH, SALT LAKE CITY, UTAH
UNIVERSITY OF WISCONSIN, MADISON, WISCONSIN

GROUP HAS NOT REPEAT NOT YET INFORMED THESE
ORGANIZATIONS OF ITS INTENTION TO VISIT CHICAGO SHOW.

7. ACTION REQUESTED: DEPARTMENT'S ASSISTANCE IS REQUESTED
IN NOTIFYING FIRMS LISTED PARA 6 OF BERLIN'S TECHNICAL
UNIVERSITY GROUP VISIT TO MACHINE TOOL SHOW. PROF. SPUR
HOPES CONTACTS CAN BE ESTABLISHED WITH THEM UTILIZING
SERVICES OFFERED BY FOREIGN BUYER'S PROGRAM. INTERESTED
ORGANIZATIONS MAY WISH WRITE IN ADVANCE TO ADDRESS BELOW:

PROF. DR.-ING. GUENTHER SPUR
INSTITUT FUER WERKZEUGMACHINEN UND FERTIGUNGSTECHNIK
TECHNISCHE UNIVERSITAET BERLIN
FASANENSTR. 90
1 BERLIN 12, GERMANY

8. DEPARTMENT MIGHT ALSO WISH REPEAT THIS MESSAGE TO
COMMERCE DISTRICT FIELD OFFICES AND CITIES MENTIONED
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ABOVE, IF APPROPRIATE. MISSION WOULD APPRECIATE
INFORMATION ON DEVELOPMENTS IN ORDER KEEP DR. SPUR
INFORMED AS PLANS EVOLVE. ADVANCE INFORMATION ON
PARTICIPANTS CHICAGO SHOW AS WELL AS TWENTY COPIES
ANY PROMOTIONAL MATERIALS OR SHOW BRACHURES IN GERMAN
LANGUAGE VERSION ARE REQUESTED.GEORGE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAY 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976USBERL00968
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760180-0690
From: USBERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760570/aaaacimu.tel
Line Count: 160
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE A-1615, 76 STATE A-2270, 76 STATE 284087
Review Action: RELEASED, APPROVED
Review Authority: schwenja
Review Comment: n/a
Review Content Flags:
Review Date: 25 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 JUN 2004 by wolfsd>; APPROVED <27 SEP 2004 by schwenja>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER'S PROGRAM: WEST BERLIN GROUP TO ATTEND INTER- NATIONAL MACHINE TOOL SHOW CHICAGO, SEPTEMBER 1976
TAGS: BEXP, BTRA, GE, WB
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006